

Mayor Allen Joines

**City Council**

**Vivian H. Burke**

*Mayor Pro Tempore, Northeast Ward*

**Dan Besse**, *Southwest Ward*

**Robert C. Clark**, *West Ward*

**Derwin L. Montgomery**, *East Ward*

**Molly Leight**, *South Ward*

**Denise D. Adams**, *North Ward*

**Wanda S. Merschel**, *Northwest Ward*

**James Taylor, Jr.**, *Southeast Ward*

**City Manager: Lee D. Garrity**



***M/WBE Office***

Community & Business  
Development Department  
P.O. Box 2511  
Winston-Salem, NC 27102

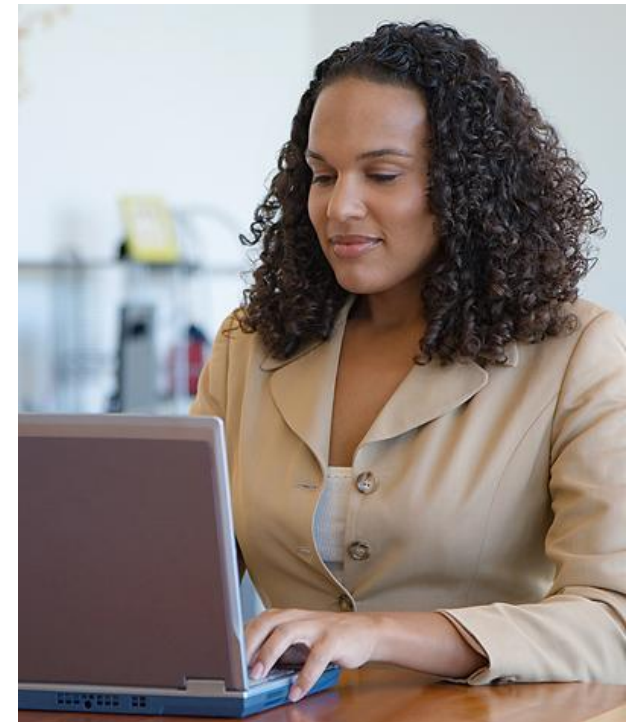
**MWBE.cityofws.org**

## 2012 Class Schedule

|         |   |
|---------|---|
| Oct. 4  | Section 3/MWBE Overview<br>Introduction to Starting a<br>Business |
| Oct. 11 | Legal Questions   |
| Oct. 18 | Bookkeeping & Accounting  |
| Oct. 25 | Taxes   |
| Nov. 1  | Insurance for your<br>Business                                    |
| Nov. 8  | Market Analyses &<br>Advertising                                  |
| Nov. 15 | Writing a Business Plan   |
| Nov. 22 | Thanksgiving - no class   |
| Nov. 29 | Finding Money   |
| Dec. 6  | Summary/Certificates  |



## Section 3/ MWBE BUSINESS TRAINING PROGRAM



**Sponsored by City of Winston-Salem  
Community & Business Development  
Department and  
Recreation & Parks Department**



## **Purpose of Section 3 Business Training Program**

This program strives to help participants evaluate the feasibility of a business concept and develop the skills required to become the owners/operators of successful small businesses.

### **Free**

No cost for this course, but enrollment is limited to the first 30 eligible participants.

### **Certification**

At the end of the program certificates will be issued to those that attend 8 of 9 classes.

### **Location**

Brown & Douglas Recreation Center  
4725 Indiana Avenue  
336-661-4987  
Cynthia Huntley, Center Supervisor

### **When**

October 4 - December 6, 2012  
Each Thursday from 6:00 – 8:00 p.m.

**Light Refreshments Will Be Served**

**Special Thanks to Our Presenters**

- Mose Belton-Perry   - Norman Sloan  
- David Hinton         - Darryl Little

## **What is Section 3?**

Section 3 comes from the HUD Act of 1968 which promotes local economic development, neighborhood improvement and self-sufficiency by directing economic opportunities to low/moderate income residents and businesses on HUD funded housing and community development projects.

### **Section 3 Residents are...**

- Residents of public housing or assisted housing;
- Low/moderate income persons who live in the neighborhood of public housing;
- Low/moderate income persons living in the greater metropolitan area.

### **Section 3 Businesses...**

- Are owned by Section 3 residents;
- Employ Section 3 residents in full-time positions;
- Subcontract with businesses which provide economic opportunities to low income persons.

## **Minority/Women's Business Enterprise Program**

It is the policy of the City of Winston-Salem to provide equal opportunity to minority and women owned businesses to engage in contracting and purchasing on city construction projects, departmental spending and through other procurement programs. Certified Minority and Women owned businesses may attend any of the classes.

## **Registration Form**

Registration must be received by  
**October 1, 2012**

**SPACE IS LIMITED**

Call (336)734-1262

For additional information and to register  
Walter Farabee, MWBE Coordinator

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_

Evening Phone: \_\_\_\_\_

**Detach this panel and mail to:**

**City of Winston-Salem  
MWBE/ Section 3  
P.O. Box 2511  
Winston-Salem, NC 27102**